

Message Text

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PAGE 01 COPENH 00758 051517Z

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ACTION PM-04

INFO OCT-01 EUR-12 ISO-00 L-03 MC-02 CIAE-00 INR-07

NSAE-00 ACDA-05 OMB-01 TRSE-00 EB-07 /042 W

----- 013522

R 051355Z MAR 76

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 2309

INFO SECDEF WASHDC

AMEMBASSY BONN

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E.O. 11652: N/A

TAGS: MASS, MILI, GW, DA

SUBJECT: DANES TAKE DELIVERY OF FIRST LEOPARD TANK

REF: IR 6 826 0131 76 DAO MSG - DTG 251450Z FEB 76

1. THE DAO REPORT UNDER REFERENCE NOTED THE DELIVERY BY THE GERMANS OF THE FIRST OF 120 LEOPARD TANKS BOUGHT BY THE DANISH ARMY. SINCE THE TANKS WERE PURCHASED UNDER AN OFFSET ARRANGEMENT, IT MAY BE USEFUL TO SET OUT OUR CURRENT INFORMATION RE THE PROVISIONS OF THE OFFSET.

2. ACCORDING TO AN OFFICIAL IN THE MIISTRY OF COMMERCE, THE VALUE OF THE OFFSET EXCEEDS 100 PERCENT AND AMOUNTS TO ABOUT DKR 500 MILLION (APPROX. US \$83 MILLION). THE PRIME CONTRACTOR IS KRAUSS-MAFFEI BUT ITS OWN PRODUCTION ACCOUNTS FOR ONLY 15 PERCENT OF THE LUE OF THE TANK. THERE ARE DOZENS OF SUBCONTRACTORS IN GERMANY ALL OF WHICH ARE PARTICIPATING IN THE OFFSET ARRANGEMENT WITH THE DANES.

3. THERE IS NO CO-PRODUCTION UNDER THE AGREEMENT NOR MUST THE OFFSETS BE FULFILLED BY ANY PARTICULAR PRODUCTS OR INDUSTRIES. IN PRACTICE, THE GERMAN
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PAGE 02 COPENH 00758 051517Z

FIRMS ARE BUYING MATERIALS RELATED TO THE PRODUCTION OF THE TANKS FROM THE DANES BUT THERE IS NO

PROHIBITION AGAINST THEIR PURCHASING UNRELATED ITEMS.

4. THE OFFSETS HAVE A TEN-YEAR PERIOD FOR COMPLETION.
THE AGREEMENT IS GOING WELL AT THE MOMENT AND OFFSET
PURCHASES, ARE, IN FACT, TWO YEARS AHEAD OF SCHEDULE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY EQUIPMENT, GOVERNMENT PROCUREMENT, OFFSET PAYMENTS, TANKS (COMBAT VEHICLES)
Control Number: n/a
Copy: SINGLE
Draft Date: 05 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976COPENH00758
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760085-0659
From: COPENHAGEN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760392/aaaadcsz.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION PM
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 02 FEB 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 FEB 2004 by morefirh>; APPROVED <08 JUL 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: DANES TAKE DELIVERY OF FIRST LEOPARD TANK
TAGS: MASS, MILI, GE, DA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006